

Message Text

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21

ACTION EUR-12

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----- 128285

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USDOC FOR BEWT/TDAD; SECSTATE ALSO FOR EUR/EE

E.O. 11652: N/A
TAGS: BEXP, BU
SUBJECT: SILISTRA PROJECT - GLOBE SERVICES INTERNATIONAL

REF: A) USDOC 12379; B) SOFIA 1342

1. TO THE SUGGESTION THAT GLOBE MSW XX THE ONLY U.S. GROUP
BIDDING ON SILISTRA PROJECT, DIRECTOR GENERAL STANEV OF FTO
RODOPAIMPEX REPLIED THAT ANOTHER BID IS EXPECTED FROM TOWER
INTERNATIONAL (CYRUS EATON) SHORTLY. DELAY IN TOWER'S BID
WAS CAUSED BY LONDON FINANCIAL TIMES ARTICLE STATING BRITISH
GROUP HAD PROJECT WRAPPED UP. STANEV INDICATED BULGARIANS
ARE HOLDING BIDDING OPEN UNTIL TOWER BID RECEIVED. IN
ADDITION, STANEV STATED THERE IS AN ANGLO-AMERICAN GROUP
BIDDING OUT OF LONDON.

2. FOREGOING INFORMATION WAS RECEIVED IN COURSE OF PLOVDIV
FAIR PROMOTIONAL CALL BY AMBASSADOR, AND IN LIGHT OF STANEV'S
REMARKS AMBASSADOR ONLY EXPRESSED STRONG HOPE AN AMERICAN
FIRM WILL GET THE CONTRACT. STANEV RESPONDED THAT GIVEN

U.S. TECHNOLOGICAL ADVANCES AND LARGE-SCALE AGRICULTURE,
COOPERATION WITH ONE OF U.S. GROUPS WOULD BE "LOGICAL AND
NATURAL." WE SENSE, HOWEVER, THAT DESPITE THESE STATEMENTS
QUESTION OF WHICH FOREIGN GROUP WILL ULTIMATELY PARTICIPATE
IN PROJECT IS STILL VERY MUCH OPEN.

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3. NEW SUBJECT. QUESTION OF EPSTEIN MEAT PACKING PLANT
IN BURGAS (REFTEL B) WAS ALSO RAISED, AND STANEV SAID
DECISION MAY BE REACHED LATE THIS YEAR OR EARLY NEXT YEAR.
PRICE OF EPSTEIN PROPOSAL WILL BE CLOSELY SCRUTINIZED.
WE UNDERSTAND EPSTEIN OFFICIALS WILL BE ARRIVING DURING
FAIR FOR NEGOTIATIONS WHICH MAY LAST SEVERAL WEEKS.\$#34"

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